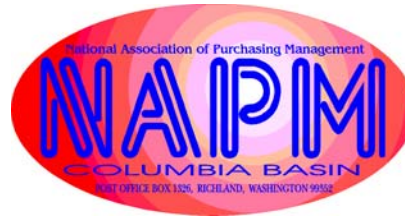


NAPM-Columbia Basin
P.O. Box 1326
Richland, WA 99352



December 2002

Conference Programs to Feature Internationally Known Speakers.

The Pacific Northwest Purchasing Conference returns to the Tri-Cities in October 2003 with a lineup of internationally known speakers. Featured presenters **Helen M. Pohlig, Esq.**, and **Ross Reck, Ph.D** deliver programs and seminars to a diverse audience of international business executives. In addition to dynamic speaking styles, both are respected authors in the field of Supply Chain Management.

Ms. Pohlig will conduct workshops on contracting language and contract legal issues on Friday October 10. **Dr. Reck** will deliver his messages on negotiation and motivation on Saturday October 11. Visit the Conference program web page to learn more about conference programs and speakers. <http://www.mltweb.com/orgs/news/conf03.htm>

The conference will feature a diverse lineup of workshops, programs and a trade show related to purchasing, materials management and supply chain management. This is the 5th time NAPM-Columbia Basin has hosted the Regional conference in the Tri-Cities and each time has been a winner. Previous conferences have attracted delegates from Hawaii, Alaska, Idaho, Oregon, Washington and California.

NAPM-Columbia Basin is the local affiliate of the Institute for Supply Management (www.ism.ws). Learn more about the conference, sign up to participate in the trade show and make plans to attend by visiting the NAPM-Columbia Basin Web site at www.napmcb.org

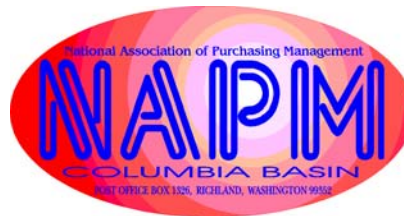
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Local members represent companies from Moses Lake to Walla Walla including Food processing, government contractors, educational institutions, utilities and manufacturing. New members and business professional are always welcome at NAPM-CB events. Contact Membership Chair Joanne Smith 509.376.7934 or visit the NAPM-CB web site at: www.napmmcb.org

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Program News

We are excited about the great lineup of conference speakers.
Here is a sneak preview. For the full picture, visit the conference web site
<http://www.napmcb.org/60thPurConf2003.htm>.

Helen Pohlig, Esq.



Helen M. Pohlig, Esq., is licensed to practice law in Arizona, Minnesota and Washington, D.C. She maintains a small practice in business law and lectures and writes on commercial law subjects.

Ms. Pohlig started her legal career as in-house counsel at Republic Telcom Corporation in Bloomington, Minnesota, where she handled both regulatory affairs and general business matters including taxes, contracts, and vendor disputes. Subsequently she served as General Counsel for the Competitive Telecommunications Association and as Managing Director for the National Association of Information Services in Washington, D.C.

She also was formerly a Corporate Vice President for NAPM, where she was responsible for the government relations program, international relations, and in-house legal work. Ms. Pohlig is a highly regarded and very popular presenter who has been teaching various ISM seminars related to the legal aspects of purchasing for over five years.

Ms. Pohlig presented standing-room only conference programs the last time she visited the Tri-Cities and we are very pleased she has agreed to return.

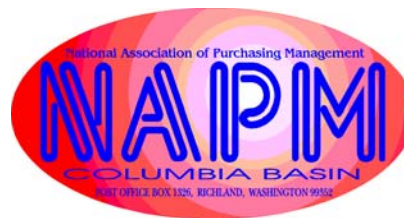
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Ross Reck, Ph.D.

Dr. Ross Reck is an internationally known author, speaker and consultant. Dr. Reck is the author of the recently released, The X-Factor: Getting Extraordinary Results From Ordinary People and the best selling The Win-Win Negotiator. Because of its universal appeal, The Win-Win Negotiator has been translated into four additional languages (German, Japanese, Portuguese and Spanish).

His recent consulting clients include Hewlett-Packard, John Deere, American Express, Janssen-Ortho, Inc., the Chicago Cubs and Xerox. A compelling and dynamic speaker, Dr. Reck has been featured at hundreds of meetings, conferences and conventions throughout the United States, Canada, Europe, Asia and South America.

Dr. Reck received his Ph.D. from Michigan State University in 1977. From 1975 to 1985 he served a Professor of Management at Arizona State University. During his career at ASU he was the only two-time recipient of the prestigious "Teaching Excellence In Continuing Education" award and was identified by the university as an "Outstanding Teacher." Since 1985 he has dedicated his full time efforts to positioning his clients for new heights of achievement.

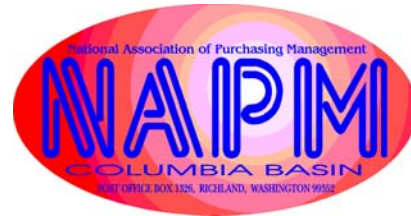
It's been a long time since Ross has visited the Pacific Northwest and we are looking forward to hearing him speak again. Visit the Ross Reck web site to learn more about Dr. Reck <http://www.rossreck.com/index.html>



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Ken Norris



Ken Norris is Senior Counsel for Fluor Hanford and is responsible for contracts, litigation management, intellectual property, insurance and tax matters, and human resource/labor law issues. He has worked in both the private sector for law firms and corporations and the public sector for the U.S. Coast Guard, the United Nations, and the White House. He holds degrees in Engineering, Law and Finance, and Accounting.

Ken is a Certified Mediator for the Benton Franklin Dispute Resolution Center, an arbitrator for the Better Business Bureau.

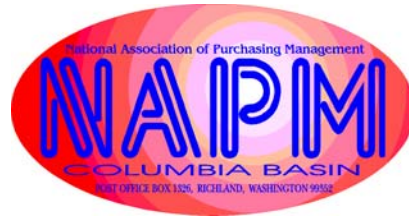
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D. Benjamin Beard



Ben Beard received his B.A. with High Honors, Magna Cum Laude from the University of Cincinnati, where he was elected to Phi Beta Kappa. He worked as a paralegal for a year and a half before attending law school. He graduated first in his class from Case Western Reserve University School of Law in 1982, where he was inducted into the Order of Coif. He practiced commercial and corporate law for 5 years with the Cleveland firm of Calfee, Halter & Griswold.

Professor Beard joined the College of Law faculty at the University of Idaho in 1987. He received tenure in 1991 and was promoted to full professor in 1993. His teaching and research interests are in the areas of commercial and property law, with a focus on electronic commerce issues.

Beard was the Reporter for the Uniform Electronic Transactions Act, which has been adopted in over 35 states and served as the model for the federal E-Sign legislation adopted in June 2000. Professor Beard is an active member of numerous committees and subcommittees of the American Bar Association, and is an elected member of the American Law Institute.

Ben Beard has received the University of Idaho Alumni Award for Faculty Excellence in 1991, 1993, 2000 and 2001 and the Peter E. Heiser Teaching Award in 2002. He assumed the position of Associate Dean in June 2000

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